

\$222 million in new and retained sales
\$40 million in new investments
1,057 jobs created or retained

MEP Utah works directly with area manufacturers to provide expertise and services tailored to their most critical needs, which range from process improvements and worker training to business practices and applications in information technology.

MEP Utah is client-needs driven, working directly with company management, MEP Utah provides solutions as diverse as sales and marketing, product defect cause analysis, plant layout, technology deployment, and more.

MEP Utah's non-profit status and broad base of expertise means they can efficiently deliver cost-effective solutions that address common challenges in manufacturing.

For more information, contact:



Manufacturing
Extension
Partnership

Dave Sorensen, Executive Director
800 W. University Parkway, MS - 212
Orem, Utah 84058
(801) 863-8637
www.mep.org



* Impacts are based on clients receiving service in FY2009

CLIENT SUCCESS: MOUNTAIN STATES STEEL

“We enjoy working with the MEP Utah because they have a ‘get involved, do what it takes’ mentality to help their customers succeed. In working with consulting firms in the past and working with MEP Utah there is no comparison. The MEP actually gets in their work clothes and works side by side with our employees, which allows us to build a stronger, more trusting relationship throughout our company.”

Brad D. Olsen, Human Resources Manager
Mountain States Steel

MEP Utah Assists Mountain States Steel With More than a Pretty Manual

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Mountain States Steel (MSS) has served the structural, aerospace, mining, and bridge industries since it was founded in 1949. As one of the largest fabricators in Utah, the facility produces between 1,400 to 1,700 tons per month of structural steel and plate work. As an American Institute of Steel Construction III Fabricator, MSS meets the institute standard for steel buildings and simple/major bridge structures. The company offers a broad range of steel fabrication options to the steel industry in the western states, specifically Utah, California, and Nevada. MSS employs 205 people at its facility in Lindon, Utah.

Situation:

Mountain States Steel has been very successful over the years in transitioning to second generation management. However, the steel fabrication industry requires better, quicker, and faster delivery of products. MSS management contacted the Utah Manufacturing Extension Partnership (Utah MEP), a NIST MEP network affiliate, for help in meeting the demands of the industry and their customers.

Solution:

Utah MEP recognizes the value Lean manufacturing concepts could bring to MSS. They began their Lean journey by providing basic Lean 101 training to all company employees. MEP Utah also worked with MSS on Value Stream Maps to identify, document, and improve fabrication processes. As a result of these projects, MSS increased productivity, established visual controls for a multicultural environment, and standardized work practices.

Results:

- * Increased sales by \$10 million.
- * Increased productivity by 10 percent.
- * Created 75 new jobs.

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